

SOUTHWEST REGION

MINNESOTA SMALL BUSINESS
DEVELOPMENT CENTER

2014 Annual Report



316 Entrepreneurs/
Businesses Served



3,691 Total Hours of
Consulting Services



532 Jobs Created and Saved



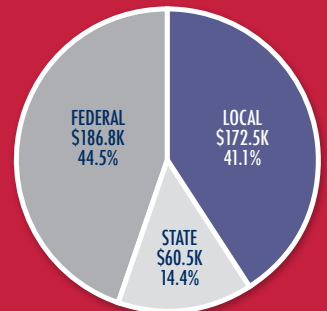
\$14.7M Capital Accessed for
Business Investment



32 New Businesses Created



\$22.8M Business Revenue Increased



**SOUTHWEST
REGION SBDC
BUDGET**



HELPING BUSINESSES GROW AND SUCCEED

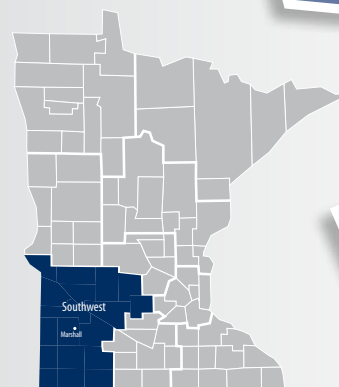
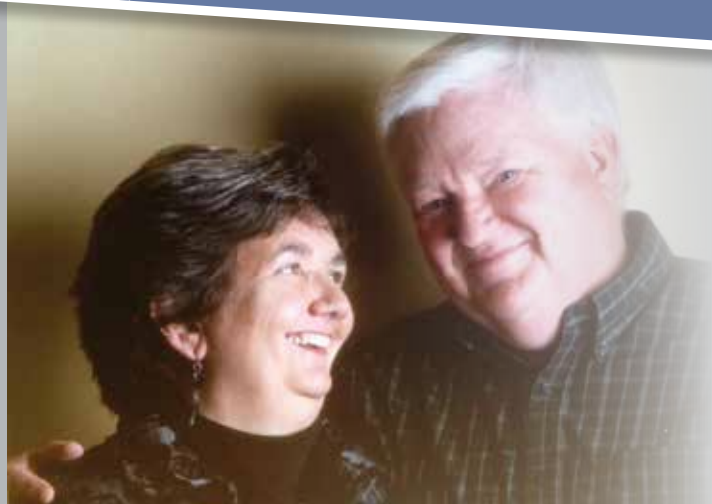
SOUTHWEST REGION MINNESOTA SBDC

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SOUTHWEST REGION

2014 SBDC Business Spotlight



SteppingStone Therapeutic, LLC

Located in Hutchinson, SteppingStone Therapeutic, Inc. provides meaningful, positive therapeutic experiences for children, adolescents and adults. Services include behavioral/mental health therapy and occupational therapy.

Encore entrepreneurs often start businesses with a strong social impact. Mary and Randy Anderson's passion for children and the need for families to have access to professional integrated care became the drivers in their decision to become encore entrepreneurs.

SteppingStone Therapeutic opened on Sept. 1, 2011, with one occupational therapist and an office receptionist. The business has experienced extraordinary growth: The Andersons employ 11 people, including five mental health therapists and two occupational therapists. Two administrative assistants handle the paperwork.

Encore entrepreneurs are encouraged to seek advice from a trusted business advisor, and Randy reached out to Duane Hoversten, a Southwest SBDC business

consultant. "I have been in business for a long time, but we really needed Duane's expertise and guidance," Randy said. "I highly recommend Duane as a business consultant."

Business overhead and expenses needed to be covered during the four-month credentialing process. The bank required an in-depth business plan to obtain that loan. Duane and Randy developed a three-year plan. They worked with Josh Gehlen at Home State Bank on the loan application. This proved to be a winning team.

The Andersons' goals for 2015 include changing their status to a community health clinic, and obtaining CTSS (Children's Therapeutic Support Services) certification. Additional stepping stones are in place as the encore entrepreneurs strive to offer all therapy services in one location in 2016. At SteppingStone Therapeutic, one goal that has not changed is the Andersons' dedication to 'helping their clients turn stumbling blocks into stepping stones.' Mary and Randy were recognized as the winners of the SBA Encore Entrepreneur Award in 2015.

Website: <http://steppingstonetherapeutic.com>

SOUTHWEST REGION MINNESOTA SBDC FUNDING PARTNERS

HOST INSTITUTION



PLATINUM PARTNER



GOLD PARTNERS



SOUTHWEST INITIATIVE
FOUNDATION

SILVER PARTNERS

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Murray County • Nobles County • Renville County • Yellow Medicine County